

**DEPARTMENT OF ADMINISTRATION
PROCUREMENT DIVISION
RECOMMENDATION OF AWARD**

TO: Rob Wynkoop, Deputy Commissioner

FROM: Teresa Deaton-Reese, CPPO

Req. # ASA-0-4

DATE: 05/27/2009

AGENCY: Department of Administration/INDOT/Local Units of Government

DESCRIPTION: QPA for Road Salt 09/10

TOTAL NUMBER OF SOLICITED VENDORS: 282

TOTAL NUMBER OF INDIANA FIRMS SOLICITED: 108

TOTAL NUMBER OF MINORITY & WOMAN VENDORS SOLICITED: MBE 4 WBE 4

SECRETARY OF STATE: Yes

QUOTE/BIDS WERE RECEIVED FROM THE FOLLOWING VENDORS:

<u>VENDOR</u>	<u>AMOUNT</u>	<u>INDIANA FIRM</u>	<u>PREFERENCE CLAIMED</u>	<u>BUY AMERICAN</u>	<u>EVAL. AMOUNT</u>	<u># OF NO BIDS</u>
1. Cargill Salt	\$18,641,195.55	Y	N	Y	\$18,641,195.55	3 of 18
2. Morton Salt	\$20,862,689.18	N	N	Y	\$20,862,689.18	7 of 18
3. North American	\$27,626,460.59	N	N	Y- Seymour & Vincennes	\$27,626,460.59	3 of 18
4. Central Salt	No Bid					

Last year the volatility in road salt prices and numerous requests from local governmental entities across the State, the Indiana Department of Administration (IDOA), in conjunction with the Indiana Department of Transportation (INDOT), issued a state-wide road salt solicitation to include all local governmental entities who wanted to participate in this solicitation. Requirements, along with prices local units of government paid last year were collected for our cooperative purchasing endeavor. Our desire was to leverage statewide salt spend across Indiana to ensure a fair and reasonable price per ton for every public entity that participates. The results based on the average price paid per ton last year for local units of governments compared to the average price a local unit of government will be paying this year provides an estimated savings of \$7,982,533.49.

The Department of Administration State of Indiana's Road Salt bid this year included any Local Governmental Entity, City, Town, County, or School who wanted to participate in our solicitation. Bids were received in every district for all entities that requested to participate. (See attached detailed spreadsheets) All prices above include the Indiana Department of Transportation (INDOT) and all Governmental Entities quantities and spend. Two types of Road Salt were requested, treated and untreated. The Indiana Department of Transportation uses untreated while all other entities could select which type of salt they required.

The Department of Transportation's requirement of commitment is typically 80/150. This year the quantities were broke down for evaluation and award purposes. A price was requested for 80/120 and 120/150 with the exception of District 20 – Fort Wayne, and District 20, LaPorte. The commitment requirement for these two districts remained at 80/150. See below for breakdown of potential spend should the State have to use up to the 150%. All Local Governmental Entities required commitment was 80/120.

All four (4) vendors listed above responded with their sealed bids by May 20, 2009 at 3:00 PM, the bid solicitation opening /closing date. Central Salt submitted a No Bid.

No preferences were claimed with the exception of the US Manufactured Preference. Cargill and Morton both claimed this preference in all districts. North American did not bid the US Manufactured Preference in the District 10 - Crawfordsville, District 20 –Fort Wayne, District 30 – Greenfield, District 40 - LaPorte District, however this did not affected the award due to the fact the North American is not the low recommended vendor in any of the above mentioned districts. Cargill is considered an Indiana Company but did not claim any preferences.

Second round pricing was requested but no vendor elected to lower their cost.

Cargill and North American Salt bid on the treated salt for the Local Units of Government, Cargill is low in every district and is recommended for the award of all treated salt in every district. North American bid on treated salt for District 10, 20, and 40 but was not the low vendor in any of the districts. Cargill placed an exception to our specifications that called for the moisture content not to exceed 2%. There specifications for Treated Sodium Chloride called ClearLane, moisture content at times may be higher than 2% and as high as 3%. The chief reason for a low sulfate content in liquid magnesium chloride deicer is to prevent the formation of settleable solids. However, the formulation of ClearLane enhance deicer liquid prevents settleable solids from forming, and the PNS standard tests confirm that no settleable solids were detected. North American Salts treated salt called Thawrox MG Clear Treated Salt, moisture content is typically 2.3% with a range of 1.5 to 4%. Therefore, my recommendation is to Cargill.

The award was based on the total loaded price (delivered and loaded) overall low per district per the evaluation criteria outlined in the bid for the INDOT Districts for Untreated Salt. It was the overall goal of the State to receive a set price per district for the Indiana Department of Administration and the Local Governmental Entities for untreated salt. However, upon evaluation it was determined that it is in the State's best interest to split the award in District 10 – Crawfordsville for a savings of \$75,874.48, District 20 – Fort Wayne, \$59,936.00, and District 50 Seymour, \$29,697.75 for a total savings to the Local Units of Governments of \$165,508.23. **Solar Salt was requested, however no bids were received.** See attached spreadsheet for details of this recommendation.

The award recommendation is as follows:

DISTRICT 10 - CRAWFORDSVILLE

Cargill Deicing

Treated and Untreated for Local Units of Governments

Treated - \$493,185.00

Untreated - \$413,589.00

Total - \$906,774.00

Untreated Salt - Indiana Department of Transportation

Morton Salt

80/120 - \$3,005,736.00

120/150 - \$761,634.00 (Potential Spend)

Total - \$3,767,370.00

Total District 10 - \$4,674,144.00

Savings to split Untreated - \$75,874.48

DISTRICT 20 - FORT WAYNE

Cargill Deicing

Treated and Untreated for Local Units of Government

Treated - \$59,936.00

Untreated - \$1,409,981.55

Total - \$1,469,981.55

Morton Salt

80/150 - 3,043,800.00

Total District 20 - 4,513,781.55

Savings to split Untreated - \$59,936.00

DISTRICT 30 - GREENFIELD

Cargill Deicing

Treated and Untreated for Local Units of Government

Treated - \$4,115,715.75

Untreated - \$360,351.50

Untreated for INDOT

80/120 - \$2,574,000.00

120/150 - \$683,100.00 (Potential Spend)

Total District 30 - \$7,733,167.25

DISTRICT 40 - LAPORTE

Cargill Deicing

Treated for Local Units of Government

\$757,275.75

Untreated for Local Units of Government & INDOT

Morton

80/150 - \$2,763,900.00 - INDOT

80/120 - \$4,070,181.50 - Locals

Total for District 40 - \$7,591,357.25

DISTRICT 50 – SEYMOUR

Cargill Deicing

Treated for Local Units of Government

\$844,421.40

Morton

Untreated for INDOT

80/120 - \$1,672,440.00 –INDOT

120/150 - \$424,710.00 – INDOT

Dedicated Pile – \$15,000

Total for INDOT - \$2,112,150.00

North American Salt

Untreated for Local Units of Government

80/120 - \$2,097,150.00

Total for District 50 - \$4,209,300.00

DISTRICT 60 – VINCENNES

Cargill Deicing

Treated for Local Units of Government

\$38,565.00

North American Salt

Untreated for Local Units of Government and INDOT

80/120 – \$1,143,000.00 - INDOT

120/150 - \$312,750.00 - INDOT

Dedicated Pile - \$5,000.00 – INDOT

80/120 - \$590,700.00 – Locals

Total for District 60 - \$2,090,015.00

I recommend the award to Cargill Deicing for Untreated and Treated Salt for the Local Units of Government in Districts 10 and 20, the award for Untreated and Treated for INDOT and the Local Units of Government in District 30, the award for Treated Salt for the Local Units of Government in Districts 40, 50, and 60 for a total award of \$11,750,184.95.

I recommend the award to Morton Salt for Untreated Salt for INDOT 10, 20, 40 and 50 for District 40 for a total award of \$15,757,401.50.

I recommend the award to North American Salt for Untreated Salt for the Local Units of Government for District 50 and INDOT in District 60 for a total award of \$4,148,600.00.

Total Award for 09/10 Road Salt - \$31,656,186.45 (This includes potential spend up to 150%)


Procuring Agent/Procurement Division/Date

Approval/Date

INDOT			North American	Morton	Cargill
District 10, Untreated 100% (80/120)	40800		70.80	\$	70.52
Loading Price Per Ton			\$	3.50	\$
Total Loaded Price			\$	74.10	\$
District 10, Untreated 120/150	10200		77.66	\$	71.52
Loading Price Per Ton			\$	3.50	\$
Total Loaded Price			\$	81.16	\$
Total Delivered Price			\$	2,880,480.00	\$
Total Loading Price Per Ton			\$	142,800.00	\$
Total 80/120 Total Load Price			\$	3,023,280.00	\$
Total Delivered Price			\$	792,132.00	\$
Total Loading Price Per Ton			\$	35,700.00	\$
Total 120/150 Total Loaded Price			\$	827,832.00	\$
Total INDOT 80/120 - 120/150			\$	3,851,112.00	\$
District 20, Untreated 80/150	45,000		65.50	\$	64.43
Loading Price Per Ton			\$	3.50	\$
Total Loaded Price			\$	69.00	\$
Delivered			\$	2,947,500.00	\$
Loading Price Per Ton			\$	157,500.00	\$
Total 80/150 Total Load Price			\$	3,105,000.00	\$
Total for 80/150			\$	3,105,000.00	\$
District 30, Untreated - 80/120	39600		71.89	No Bid	\$
Loading Price Per Ton			\$	3.50	\$
Total Loaded Price Per Ton			\$	75.39	\$
District 30 - Untreated - 120/150	9900		79.08		\$
Loading Price Per Ton			\$	3.50	\$
Total Load Price Per Ton			\$	82.58	\$
Delivered			\$	2,846,844.00	\$
					\$

Loading Price Per Ton		\$	138,600.00		\$	138,600.00
Total 80/120 Total Load Price		\$	2,985,444.00		\$	2,574,000.00
Delivered		\$	782,892.00		\$	648,450.00
Loading Price Per Ton		\$	34,650.00		\$	34,650.00
Total 120/150 Total Loaded Price		\$	817,542.00		\$	683,100.00
Total INDOT 80/120 - 120/150		\$	3,802,986.00		\$	3,257,100.00
District 40 - Untreated 80/150 Delivered	45000	\$	64.75	\$	58.27	No Bid
Loading Price Per Ton		\$	3.50	\$	3.15	
Total Loaded Price		\$	68.25	\$	61.42	
Total Delivered Price		\$	2,913,750.00	\$	2,622,150.00	
Total Loading Price Per Ton		\$	157,500.00	\$	141,750.00	
Total 80/150 Total Load Price		\$	3,071,250.00	\$	2,763,900.00	
Total INDOT 80/150		\$	3,071,250.00	\$	2,763,900.00	
Untreated - 80/120	26,400	\$	60.00	\$	60.20	\$ 61.68
Loading Price Per Ton		\$	3.50	\$	3.15	\$ 3.50
Total Loaded Price		\$	63.50	\$	63.35	\$ 65.18
Untreated - 120/150	6600	\$	66.00	\$	61.20	\$ 65.68
Loading Price Per Ton		\$	3.50	\$	3.15	\$ 3.50
Total Loaded Price		\$	69.50	\$	64.35	\$ 69.18
Dedicated Pile of 5,000 (build)	5000	\$	1.00	\$	3.00	\$ 68.18
Dedicated Pile (INDOT TO PICK UP)	5000	\$	60.00	\$	62.00	\$ 61.68
Total Delivered Price		\$	1,584,000.00	\$	1,589,280.00	\$ 1,628,352.00
Total Loading Price Per Ton		\$	92,400.00	\$	83,160.00	\$ 92,400.00
Total 80/120 Total Load Price		\$	1,676,400.00	\$	1,672,440.00	\$ 1,720,752.00
Total Delivered		\$	435,600.00	\$	403,920.00	\$ 433,488.00
Total Loading Price Per Ton		\$	23,100.00	\$	20,790.00	\$ 23,100.00
Total 120/150 Total Loaded Price		\$	458,700.00	\$	424,710.00	\$ 456,588.00

Total Dedicated Pile (Build)		\$	5,000.00	\$	15,000.00	\$	340,900.00
Total Dedicated Pile (INDOT TO PICK UP)		\$	300,000.00	\$	310,000.00	\$	308,400.00
Total INDOT 80/120 - 120/150		\$	2,140,100.00	\$	2,112,150.00	\$	2,518,240.00
Disposal							
Untreated - 80/120	18,000	\$	60.00	\$	76.47	No Bid	
Loading Price per Ton		\$	3.50	\$	3.15		
Total Loaded Price		\$	63.50	\$	79.62		
Untreated - 120/150	4500	\$	66.00	\$	78.47		
Loading Price per Ton		\$	3.50	\$	3.15		
Total Loaded Price		\$	69.50	\$	81.62		
Dedicated Pile of 5,000 (build)							
Dedicated Pile (INDOT TO PICK UP)	5000	\$	1.00	\$	3.00		
Total Delivered Price		\$	1,080,000.00	\$	1,376,460.00		
Total Loading Price Per Ton		\$	63,000.00	\$	56,700.00		
Total 80/120 Total Load Price		\$	1,143,000.00	\$	1,433,160.00		
Dedicated Pile of 300,000 (build)							
Total Delivered Price		\$	297,000.00	\$	353,115.00		
Total Loading Price Per Ton		\$	15,750.00	\$	14,175.00		
Total 120/150 Total Loaded Price		\$	312,750.00	\$	367,290.00		
Dedicated Pile of 5,000 (build)							
Total Dedicated Pile (Build)		\$	5,000.00	\$	15,000.00		
Total Dedicated Pile (INDOT TO PICK UP)		\$	300,000.00	\$	325,000.00		
Total INDOT 80/120 - 120/150		\$	1,460,750.00	\$	1,815,450.00		
Total Award based on 80/120 or 80/150, whichever was requested							
Award Amount of 120/150 (Potential Spend)				\$ 14,202,876.00			
Complete Spend if up to 150% is needed				\$ 2,182,194.00			
				\$ 16,385,070.00			

District 10 - Crawfordsville

Vendor Name		North American	Morton	Cargill	Central Salt

Treated Salt

Town of Plainfield	2500
City of Lebanon	700
City of Terre Haute	1000
Town of Speedway	400
Town of Clermont	50
Town of Boswell	30
City of Rockport	10
Town of Oxford	20
Hendricks County	2000

Total Tonnage/Treated/Price Per Ton	6710	\$ 75.50	No Bid	\$ 73.50	No Bid
Total Bid Price/Treated		\$ 506,605.00		\$ 493,185.00	

Untreated

Clinton County Highway	700
Town of Zionsville	800
Vigo County Highway (2 locations)	2000
Turkey Run State Park	20
Montgomery County Highway	800
Town of Avon	500
Boone County Highway	600
Purdue	400
Town of Waynetown	24
City of Crawfordsville	800

Total Tonnage/Untreated	6644	\$ 70.60	\$ 73.67	\$ 62.25	No Bid
Total Bid Price/Untreated		\$ 469,066.40	\$ 489,463.48	\$ 413,589.00	

No US

Total Bid Price for District 10/Locals	\$ 975,671.40	489,463.48	\$ 906,774.00	No Bid
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Low Complete

Total Award for District 10/Locals	\$906,774.00
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INDOT -				
District 10, Untreated 100% (80/120)	40800	\$ 70.60	\$ 70.52	No Bid
Loading Price Per Ton		\$ 3.50	\$ 3.15	
Total Loaded Price		\$ 74.10	\$ 73.67	

District 10, Untreated 120/150	10200	\$ 77.66	\$ 71.52	
Loading Price Per Ton		\$ 3.50	\$ 3.15	
Total Loaded Price		\$ 81.16	\$ 74.67	
Total Delivered Price		\$2,880,480.00	\$2,877,216.00	
Total Loading Price Per Ton		\$ 142,800.00	\$ 128,520.00	
Total 80/120 Total Load Price		\$3,023,280.00	\$3,005,736.00	

Total Delivered		\$ 792,132.00	\$ 729,504.00	
Total Loading Price Per Ton		\$ 35,700.00	\$ 32,130.00	
Total 120/150 Total Loaded Price		\$ 827,832.00	\$ 761,634.00	

Total INDOT 80/120 - 120/150		\$3,851,112.00	\$3,767,370.00	
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Summary		North American	Morton	Cargill
Total For INDOT for 80/120		\$3,023,280.00	\$3,005,736.00	No Bid
Total For INDOT for 120/150		\$ 827,832.00	\$ 761,634.00	No Bid
Potential Spend if 150% is needed		\$3,851,112.00	\$3,767,370.00	No Bid
Total Untreated with Locals (100%)		\$ 469,066.40	\$ 489,463.48	\$ 413,589.00
Total Treated Locals (100%)		\$ 975,671.40		\$ 493,185.00
Total INDOT/Locals		\$5,295,849.80	4,256,833.48	\$ 906,774.00

District 20 - Fort Wayne

Vendor Name	North American	Morton Salt	Cargill	Central Salt
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Treated	Entity Name	Quantity/Ton	Elkhart Per Ton	Bluffton Per Ton	Geneva Per Ton	Upland Per Ton	Churubusco Per Ton
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Town of Winona Lake	250
Town of North Manchester	125
City of Bluffton	300
Town of Geneva	25
Town of Upland	60
Town of Churubusco	40

Total Tonnage/Treated	800	\$ 80.50	No Bid	74.92	No Bid
Total Bid Price/Treated		\$ 64,400.00		\$ 59,936.00	

Untreated

City of Wabash Street Dept	600
County of Dekalb	1200
Steuben County Highway	500
City of Elkhart	3800
City of Goshen (2 locations)	1800
(Same as above)	
City of Angola	1000
Town of Lagrange	50
City of Gas City	75
Wells County Highway	250
County Government Highway	10400
Town of Waterloo	100
City of Columbia City	500
City of Huntington	300
Town of Ossian	100
Town of Millersburg	60
Town of Fremont	115
Town of Marion	1500
Ouabache State Park	20
Pokagon State Park	40
Town of Avilla	100
Town of Rome	75

Total Tonnage/Untreated	22585	\$ 65.50	\$ 62.44	\$ 62.43
Total Bid Price/Untreated		\$ 1,479,317.50	\$ 1,410,207.40	\$ 1,409,981.55

Total Bid Price for District 20/Locals	\$ 1,543,717.50	\$ 1,410,207.40	\$ 1,469,917.55
			Low Complete

Total Award for District 20/Local	1,469,917.55
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INDOT - Total Loaded Price				
District 20 Untreated 80/150	45,000	\$ 65.50	\$ 64.49	\$ 64.43
Loading Price Per Ton		\$ 3.50	\$ 3.15	\$ 3.50
Total Loaded Price		\$ 69.00	\$ 67.64	\$ 67.93

Delivered		\$ 2,947,500.00	\$ 2,902,050.00	\$ 2,899,350.00
Loading Price Per Ton		\$ 157,500.00	\$ 141,750.00	\$ 157,500.00
Total 80/150 Total Load Price		\$ 3,105,000.00	\$ 3,043,800.00	\$ 3,056,850.00

Total for 80/150		\$ 3,105,000.00	\$ 3,043,800.00	\$ 3,056,850.00
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Total For INDOT for 80/150		\$ 3,105,000.00	\$ 3,043,800.00	\$ 3,056,850.00
Total Untreated with Locals (100%)		\$ 1,479,317.50	\$ 1,469,917.55	\$ 1,409,981.55
Total Treated Locals (100%)		\$ 64,400.00		\$ 59,936.00
Total INDOT/Locals		\$ 4,648,717.50	\$ 4,513,717.55	\$ 4,526,767.55

Savings to Split Untreated

\$ 59,936.00

District 30 - Greenfield					
Vendor Name		North American	Morton Salt	Cargill	Central Salt
Treated	Tonnage/Treated				
City of Indianapolis	45000				
City of Beech Grove	700				
Town of Fortville	100				
Town of Eaton	100				
Town of Hagerstown	80				
County of Fayette	1000				
City of Anderson	3500				
Town of Fountain City	25				
City of Muncie	3200				
City of Lawrence	4000				
City of New Castle	150				
White River Environment-DPW-Indianapoli	100				
City of Shelbyville	300				
Total Tonnage/Treated	58255	No Bid	No Bid	\$ 70.65	No Bid
Total Bid Price/Treated				\$4,115,715.75	

Delaware County Highway Dept	1500
Town of Fairmount	50
Town of Yorktown	210
Hancock County Highway	1500
Jay County Highway	50
Indiana State Fair Commission	50
Town of Albany	10
City of Rushville	150
Wayne County Highway	625
City of Union City	100
City of Portland	50
Town of Lapel	15
City of Tipton	200
Henry County	800
City of Winchester	500
Indiana Soldiers & Sailor Childrens Home	25
Mounds State Park	1
Richmond State Hospital	25

Unreated					
Total Tonnage/Untreated	5861	\$ 71.89	No Bid	\$ 61.50	No Bid
Total Bid Price/Untreated		\$ 421,347.29		\$ 360,451.50	

Total Bid Price for District 30	\$ 421,347.29	\$4,476,167.25
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Total Award for District 30 for Locals	4,476,167.25
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INDOT - Total Loaded Price				
District 30 - Untreated - 80/120	39600	\$ 71.89	No Bid	\$ 61.50
Loading Price Per Ton		\$ 3.50		\$ 3.50
Total Loaded Price Per Ton		\$ 75.39		\$ 65.00
District 30 - Untreated - 120/150	9900	\$ 79.08		\$ 65.50
Loading Price Per Ton		\$ 3.50		\$ 3.50
Total Load Price Per Ton		\$ 82.58		\$ 69.00

Delivered		\$ 2,846,844.00		\$2,435,400.00
Loading Price Per Ton		\$ 138,600.00		\$ 138,600.00
Total 80/120 Total Load Price		\$ 2,985,444.00		\$2,574,000.00
Delivered		\$ 782,892.00		\$ 648,450.00
Loading Price Per Ton		\$ 34,650.00		\$ 34,650.00
Total 120/150 Total Loaded Price		\$ 817,542.00		\$ 683,100.00

Total INDOT 80/120 - 120/150	\$ 3,802,986.00	\$3,257,100.00
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Summary		North American	Morton	Cargill
Total For INDOT for 80/120		\$ 2,985,444.00	No Bid	\$2,574,000.00
Total For INDOT for 120/150		\$ 817,542.00		\$ 683,100.00
Potential Spend if 150% is needed		\$ 3,802,986.00		\$3,257,100.00
Total Untreated with Locals (100%)		\$ 421,347.29		\$ 360,451.50
Total Treated Locals (100%)		\$ -		\$4,115,715.75
Total INDOT/Locals		\$ 4,224,333.29		\$7,733,267.25

District 40 - LaPorte

Vendor Name		North American	Monon Salt	Cargill
Treated	Entity Name	Quantity (Tons)	Price (\$/Ton)	Price (\$/Ton)
	City of Monticello	300		
	Town of Long Beach	600		
	Twin Lakes School	75		
	Town of St. John	1250		
	Town of Winamac	125		
	Town of Kouts	100		
	White County Highway	1500		
	City of Valpariso	2500		
	City of LaPorte	2000		
	City of Logansport	100		
	Cass County Highway	875		
	Jasper County Highway	900		
	(Same as above)			
	White Water Enviroment - DPW -Gary	250		

Total Tonnage/Treated	10575	\$ 73.50	No Bid	\$ 71.61
Total Bid Price/Treated		\$ 777,262.50		\$ 757,275.75

District 50 - Seymour Cont	North American	Morton Salt	Cargill	Central Salt
Vendor Name				
Untreated				

Decatur County Highway	200
Jefferson County	150
Town of New Whiteland	400
Town of Summitville	25
Jennings County Highway	300
Brown County	1500
Bartholomew County Highway	1000
Town of Hanover	160
Town of Clarksville	900
Town of Mooresville	500
Morgan County Highway	2000
Jackson County	300
Washington County	400
City of Salem	50
City of Madison	700
Monroe Lake	20
Morgan-Monroe State Forest	20
Brown County State Park	15
Madison Correctional	70
Madison State Hospital	75
Clifty Falls State Park	20
Town of Nashville	60

Total Tonnage/Untreated/Price Per Ton	8865	\$	60.00	\$	63.35	\$	61.68	No Bid
Total Bid Price/Untreated		\$	531,900.00	\$	561,597.75	\$	546,793.20	

Total Bid Price for District 50								
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Total Award for District 50	\$1,376,321.40
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INDOT District 50								
Untreated - 80/120	26,400	\$	60.00	\$	60.20	\$	61.68	
Loading Price Per Ton		\$	3.50	\$	3.15	\$	3.50	
Total Loaded Price		\$	63.50	\$	63.35	\$	65.18	
Untreated - 120/150	6600	\$	66.00	\$	61.20	\$	65.68	
Loading Price Per Ton		\$	3.50	\$	3.15	\$	3.50	

Total Loaded Price		\$	69.50	\$	64.35	\$	69.18
Dedicated Pile of 5,000 (build)	5000	\$	1.00	\$	3.00	\$	68.18
Dedicated Pile (INDOT TO PICK UP)	5000	\$	60.00	\$	62.00	\$	61.68
Total Delivered Price		\$	1,584,000.00	\$	1,589,280.00	\$	1,628,352.00
Total Loading Price Per Ton		\$	92,400.00	\$	83,160.00	\$	92,400.00
Total 80/120 Total Load Price		\$	1,676,400.00	\$	1,672,440.00	\$	1,720,752.00
Total Delivered		\$	435,600.00	\$	403,920.00	\$	433,488.00
Total Loading Price Per Ton		\$	23,100.00	\$	20,790.00	\$	23,100.00
Total 120/150 Total Loaded Price		\$	458,700.00	\$	424,710.00	\$	456,588.00
Total Dedicated Pile (Build)		\$	5,000.00	\$	15,000.00	\$	340,900.00
Total Dedicated Pile (INDOT TO PICK UP)		\$	300,000.00	\$	310,000.00	\$	308,400.00
Total INDOT 80/120 - 120/150		\$	2,140,100.00	\$	2,112,150.00	\$	2,518,240.00

Summary		North American	Morton	Cargill
Total For INDOT for 80/120		\$ 1,676,400.00	\$ 1,672,440.00	\$ 1,720,752.00
Total For INDOT for 120/150		\$ 458,700.00	\$ 424,710.00	\$ 456,588.00
Dedicated Pile (Build		\$ 5,000.00	\$ 15,000.00	\$ 340,900.00
Potential Spend if 150% is needed		\$ 2,135,100.00	\$ 2,097,150.00	\$ 2,518,240.00
Total Untreated with Locals (100%)		\$ 531,900.00	\$ 561,597.75	\$ 546,793.20
Total Treated Locals (100%)				\$ 844,421.40
Total INDOT/Locals		\$ 2,667,000.00	\$ 2,658,747.75	\$ 3,909,454.60

Savings to Split Untreated

\$ 29,697.75

District 60 - Vincennes		North American	Morton Salt	Cargill	Central Salt
Vendor Name					
Treated Salt	City Name	City Name	City Name	City Name	City Name
	City of Washington	200			
	Gibson County	300			

Total Tonnage/Treated/Price Per Ton	500	No Bid	No Bid	\$ 77.13	No Bid
Total Bid Price/Treated				\$ 38,565.00	

Untreated

Martin County Highway	75
Vanderburg County Highway	2500
Dubois County Highway	350
Town of Feidinand	70
City of Jasper	1000
City of Vanderburgh (2 locations)	5150
(Same as above)	
Daviess County Highway	200
Town of Bloomfield	30
Vincennes Street Department	250
Town of Evansville	60
Spring Mill State Park	10
McCormicks Creek State Park	50
Wabash Valley Correctional	100

Total Tonnage/Untreated/Price Per Ton	9845	\$ 60.00	\$ 79.62	\$ 78.12	No Bid
Total Bid Price/Untreated		\$ 590,700.00	\$ 783,858.90	\$ 769,091.40	

Total Bid Price for District 60/Locals	\$ 590,700.00	\$ 807,656.40
	Low on Untreated	Low on Treated

Total Award from District 60/Locals	\$629,265.00
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INDOT - District 60				
Untreated - 80/120	18,000	\$ 60.00	\$ 76.47	No Bid
Loading Price per Ton		\$ 3.50	\$ 3.15	
Total Loaded Price		\$ 63.50	\$ 79.62	
Untreated - 120/150	4500	\$ 66.00	\$ 78.47	
Loading Price per Ton		\$ 3.50	\$ 3.15	
Total Loaded Price		\$ 69.50	\$ 81.62	
Dedicated Pile of 5,000 (build)	5000	\$ 1.00	\$ 3.00	
Dedicated Pile (INDOT TO PICK UP)	5000	\$ 60.00	\$ 65.00	

Total Delivered Price		\$ 1,080,000.00	\$ 1,376,460.00	
Total Loading Price Per Ton		\$ 63,000.00	\$ 56,700.00	
Total 80/120 Total Load Price		\$ 1,143,000.00	\$ 1,433,160.00	
Total Delivered Price		\$ 297,000.00	\$ 353,115.00	
Total Loading Price Per Ton		\$ 15,750.00	\$ 14,175.00	
Total 120/150 Total Loaded Price		\$ 312,750.00	\$ 367,290.00	
Total Dedicated Pile (Build)		\$ 5,000.00	\$ 15,000.00	
Total Dedicated Pile (INDOT TO PICK UP)		\$ 300,000.00	\$ 325,000.00	
Total Bid with Dedicated Piles (Build)		\$ 1,460,750.00	\$ 1,815,450.00	

Summary		North American	Morton	Cargill
Total For INDOT for 80/120		1,143,000.00	\$ 1,433,160.00	
Total For INDOT for 120/150		312,750.00	\$ 367,290.00	
Dedicated Pile (Build		5,000.00	\$ 15,000.00	
Potential Spend if 150% is needed		1,460,750.00	\$ 1,815,450.00	
Total Untreated with Locals (100%)		590,700.00	\$ 783,858.90	\$ 769,091.40
Total Treated Locals (100%)				\$ 38,565.00
Total INDOT/Locals		2,051,450.00	\$ 2,599,308.90	\$ 807,656.40